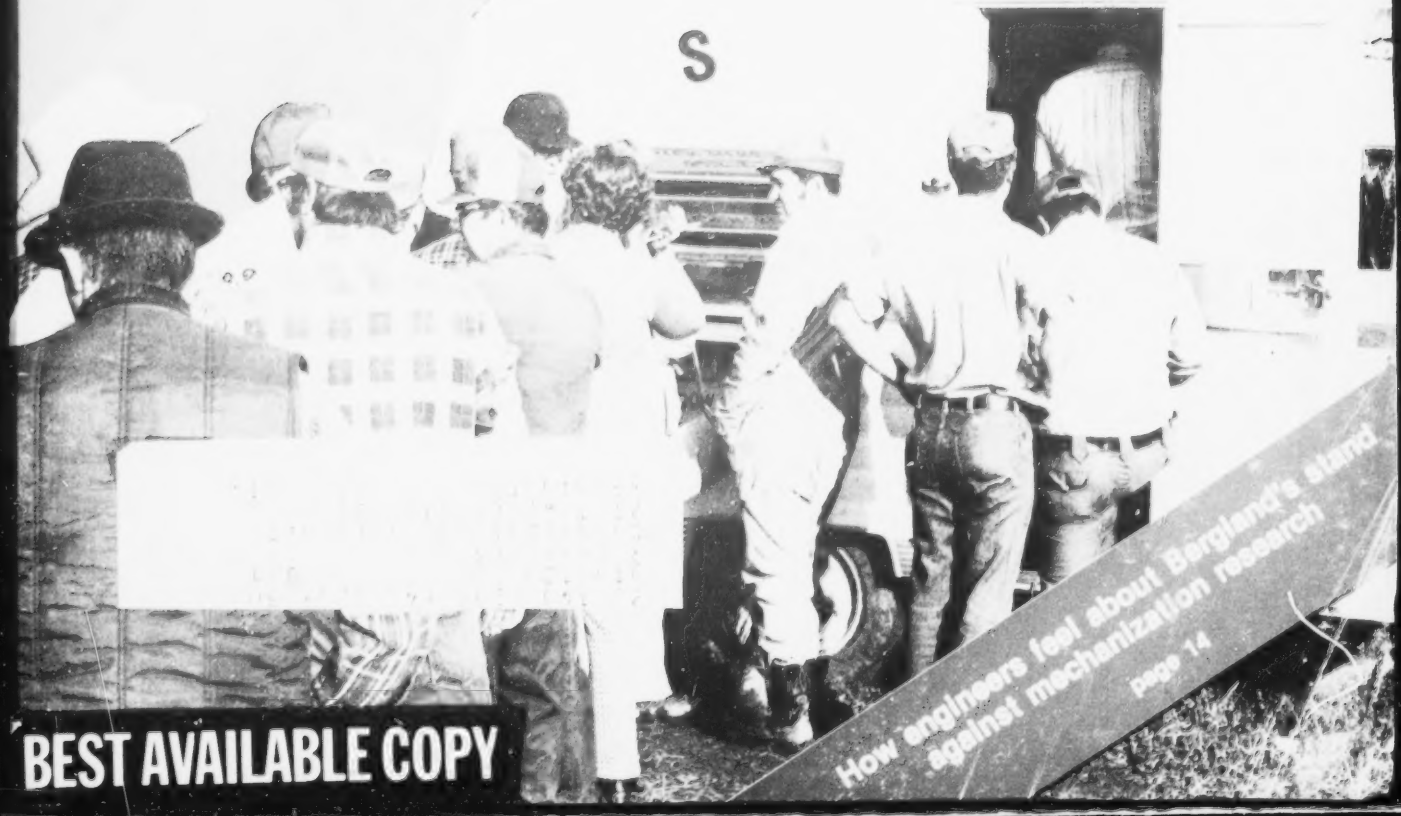
August 21, 1980
TWO DOLLARS

Serving the Farm and Industrial Equipment Industry Since 1886

Implement&Tractor

survey report starts on page 6



How engineers feel about Bergland's stand against mechanization research
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IMPLEMENT & TRACTOR
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August 21, 1980 • Vol. 95 • No. 17

Implement & Tractor

The Business Magazine of the Farm and Industrial Equipment Industry

in this issue...

6: Special Report on Auctions. An I&T survey shows more farm equipment dealers are utilizing auctions to lessen their inventories of new and used equipment. Auction men report prices are generally down on certain equipment, but there are indications times are getting better.

14: ASAE: What Are the Priorities? Ag engineers meeting in San Antonio examined research, extension and teaching priorities as part of their program with the theme, "Managing Resources in Transition: Agriculture's Challenge for the '80s."

24: Quentin Tolby Likes His In-House Computer. Tolby Equipment's computer system handles payroll, bookkeeping, parts control, summarizes sales records, processes statements, maintains shop records and allows 26 employees to concentrate on sales and service.

DEPARTMENTS

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what's ahead...

I&T SINCE 1886

August 21, 1980

RETAIL SALES OF FARM EQUIPMENT IN JUNE were down in all categories reported in the Farm & Industrial Equipment Institute's flash report, but the weakness in tractor sales, which had persisted throughout the year, had slackened somewhat. They were down 47 per cent in April, down 15 per cent in May and down 8 per cent in June.

	Unit Retail Sales					
	June			January-June		
Equipment	1980	1979	Pct. Change	1980	1979	Pct. Change
Farm Wheel Tractors						
2-wheel drive						
40-100 hp	6,820	7,050	- 3.3	30,826	36,948	-16.6
Over 100 hp	3,885	4,611	-15.7	24,840	36,959	-32.8
Total 2-wheel drive	10,705	11,661	- 8.2	55,666	73,907	-24.7
4-wheel drive	791	841	- 5.9	5,031	5,779	-12.9
Total Farm Tractors	11,496	12,502	- 8.0	60,697	79,686	-23.8
Combines (S-P)	1,513	2,198	-31.2	7,111	8,243	-13.7
Balers*	2,632	3,724	-29.3	5,851	8,463	-30.9
Forage Harvesters**	782	1,529	-48.9	2,787	3,174	-12.2
Mower-Conditioners	4,469	6,835	-34.6	9,430	13,762	-31.5

*Bales under 200 lbs. **Shear-bar type

WHAT ABOUT INVENTORIES OF FARM TRACTORS? At the end of May (latest FIEI figures), the number of new farm tractors in the hands of manufacturers and dealers was 80,696 (excluding under-30-hp sizes), which was 29 per cent higher than a year earlier. While sales of 40-99 hp tractors have been the least impacted by the current sales slump, inventories are up about 40 per cent from the 32,978 units on hand May 31, 1979. Two-wheel-drive tractors of 100 hp and over, most severely hurt by the slump (off 35 per cent through May and 33 per cent through June), nevertheless had an inventory increase of only 15 per cent--to 27,890. Four-wheel-drive tractor inventory was up 47 per cent at 6,765. Within that group, the inventory of units under 200 hp jumped 150 per cent from 1,292 to 3,255, indicating that International Harvester's recently introduced 2+2 line was well-stockpiled before its 6-month strike began.

INVENTORIES OF SELF-PROPELLED COMBINES as of May 31 were down 11 per cent, from 16,178 to 14,306, at which times sales for the year were off 7 per cent.

DOWN-THE-ROAD PROSPECTS FOR DEERE, IHC, as seen by Terry Nagelvoort, analyst for Goldman Sachs, investment firm: "Revived equipment purchases in 1981 should cause tight inventory for the leading manufacturers. We believe the marginal producers will be under pressure and will probably lose market share over the next few years. Thus, Deere and IH are expected to gain a larger portion of the farm equipment market."

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AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

JONES FARM EQUIPMENT CO. Dothan, Alabama (July 8, 1980)

ALLIS-CHALMERS TRACTORS
5040 diesel, 1976 (Fair) 2900*
5040 diesel, 1976 (Good) 3400*
XT 190 diesel, 1968 (Fair) 2800

CASE TRACTOR
580 D-B, ldr., backhoe, 1971 (Good) 8200*

DAVID BROWN TRACTORS
995 diesel, 1975 (Excellent) 3400*
885 diesel, 1973 (Good) 2550*
885 diesel, 1972 (Good) 2350
880 diesel, 1967 (Good) 1000

MASSEY-FERGUSON TRACTORS
1130 diesel, bld., 1967 (Fair) 3100*
1085 diesel, 1973 (Good) 5300*
1080 diesel, 1972 (Good) 3700*
265 diesel, 1975 (Good) 5900*
202, 1964 (Good) 1050
180 diesel, 1968 (Good) 3450
175 diesel, 1974 (Good) 3750
175 diesel, 1970 (Good) 3850
175 diesel, 1969 (Good) 3600*
175 diesel, 1968 (Good) 3600*
165 diesel, 1967 (Good) 3000*
165 diesel, 1967 (Good) 3250*
165 diesel, 1967 (Good) 3400*
165 diesel, 1966 (Good) 3400*
165 diesel, 1966 (Fair) 2975
135 diesel, 1968 (Excellent) 3500*
135, 1967 (Rough) 1500
135 LP, 1967 (Fair) 1900*
135 diesel, 1966 (Fair) 2500
135 diesel, 1966 (Good) 2750*
135 diesel, 1966 (Fair) 2600*
65 diesel, 1963 (Good) 1650*
35 diesel, 1963 (Excellent) 2050
35, 1963 (Good) 1600*
35 diesel, 1962 (Good) 1650
35 diesel, 1961 (Excellent) 2200*
35, 1956 (Good) 1375*
TO30, 1952 (Rough) 550*

FORD TRACTORS
7000 diesel, 1974 (Rough) 3500
5000 diesel, 1975 (Excellent) 5450*
5000 diesel, 1968 (Rough) 2000
4400 diesel, 1966 (Rough) 1300
4000 diesel, 1971 (Good) 4150
4000 diesel, 1970 (Rough) 2160*
4000 diesel, 1963 (Rough) 575
3000 diesel, 1971 (Good) 2550
3000 diesel, 1971 (Excellent) 4000
3000 diesel, 1967 (Good) 2400*
2000 diesel, 1967 (Good) 2000*
941, 1959 (Good) 1200*
850, 1955 (Fair) 1625*
841 diesel, 1958 (Fair) 1650*
841 diesel, 1958 (Good) 2250
841 diesel, 1958 (Fair) 1500
641, 1960 (Fair) 1600*
641, 1959 (Fair) 1700*
Dexta, 1959 (Good) 1550
NAA, 1954 (Fair) 1000
Jub., 1953 (Fair) 1225
8N, 1948 (Good) 1000*
8N, 1948 (Fair) 700
8N, 1948 (Fair) 875

INTERNATIONAL HARVESTER TRACTORS
1466 diesel, 1975 (Good) 9500
1086 diesel, cab, 1976 (Good) 10,100
986 diesel, 1977 (Good) 9450*
674 diesel, 1974 (Good) 4150
574 diesel, 1972 (Fair) 3300*
574 diesel, 1972 (Fair) 3550*
544 diesel, 1968 (Fair) 3550*
460, 1959 (Good) 1350*
B 414 diesel, 1962 (Good) 1175
350, 1958 (Rough) 275
Cub, 1948 (Rough) 500
A, 1946 (Good) 600*

JOHN DEERE TRACTORS
3010 diesel, 1962 (Fair) 2650
3010 diesel, 1962 (Good) 3350
3010 diesel, 1962 (Rough) 1550
2510 diesel, 1966 (Good) 3900*
2010, 1963 (Excellent) 1800
1010, 1963 (Good) 1275
M, 1951 (Fair) 550

KUBOTA TRACTOR
L260 diesel, 1976 (Good) 2325

LONG TRACTORS
460, (Good) 3800*
445 diesel, ldr., (Fair) 2200

OLIVER TRACTORS
2-150, 1969 (Good) 6750
1755 diesel, (Fair) 4200

YODER & FREY, INC. Archbold, Ohio (July 8, 1980)

ALLIS-CHALMERS TRACTORS
7030, 1976 (Good) 8800*
5050 diesel, 1979 (Excellent) 4200*
XT190, 1968 (Fair) 3800*
D19 diesel, 1965 (Fair) 2600
D19, ... 1750
D17, 1962 (Fair) 1600*
D15, 1966 (Fair) 1675
D15, 1965 (Fair) 1200*
D12, 1964 (Fair) 1390
WD45, 1956 (Good) 1000
WD45, 1956 (Fair) 685
WD45, 1955 (Rough) 575*
WD, 1953 (Rough) 475*
C, 1955 (Fair) 375

CASE TRACTORS
1200 diesel, 1966 (Rough) 4000*
1170 diesel, 1974 (Fair) 6800*
730 diesel, 1963 (Fair) 2700
730, 1963 (Rough) 1700*
730 diesel, 1963 (Fair) 1600*

DAVID BROWN TRACTORS
1200 diesel, 1963 (Good) 3350
1200 diesel, 1960 (Fair) 3125
1200 diesel, 1960 (Fair) 2500*
885 diesel, 1978 (Excellent) 5000*

DEUTZ TRACTOR
40-06, 1970 (Fair) 3475

JOHN DEERE TRACTORS
4440 diesel, 1979 (Excellent) 24,000*
4430 diesel, 1974 (Good) 14,100*
4230 diesel, 1979 (Good) 13,600
5020 diesel, duals, 1968 (Fair) 6700
5020 diesel, 1968 (Fair) 6600*
4020 diesel, 1965 (Fair) 5400
4010 diesel, 1962 (Fair) 3300
3010, 1962 (Rough) 1600
2510, 1967 (Fair) 3275
2510, 1967 (Good) 2600*
2010, 1960 (Rough) 1000
1010, backhoe-ldr., ... 4000
720, 1957 (Fair) 1275*
630, 1958 (Good) 2425
420, 1956 (Fair) 1050*
70, 1954 (Fair) 1150*
70 diesel, 1954 (Rough) 725
60, 1954 (Good) 800*
50, ldr., 1953 (Good) 1250
50, 1953 (Rough) 680
50, 1953 (Rough) 550*
40, 1954 (Fair) 1000*

FORD TRACTORS
4500, backhoe-ldr., ... 4850
4000, 1972 (Fair) 4525
4000, ldr., 1970 (Good) 4000*
4000, 1958 (Good) 1700*
3000, bld., 1970 (Rough) 1950
3000, 1967 (Good) 3675
3000, 1967 (Rough) 2675*
2000, 1967 (Fair) 1200*
1600, bld., 1979 (Excellent) 4500
860, 1956 (Fair) 1575
850, backhoe-ldr., ... 1925
801, 1956 (Good) 1600*
650, 1956 (Fair) 1575
600, 1955 (Good) 1435
Maj., 1953 (Fair) 1275
8N, plow, 1950 (Fair) 1625*
8N, ldr., 1950 (Fair) 1050
8N, ldr., 1950 (Fair) 950
8N, 1949 (Good) 950*
8N, 1949 (Fair) 975*
8N, ldr., 1949 (Fair) 825*
9N, 1946 (Rough) 600
9N, 1945 (Fair) 850
9N, 1945 (Fair) 750

INTERNATIONAL HARVESTER TRACTORS
1256 diesel, 1968 (Fair) 7100*
1086 diesel, 1978 (Excellent) 18,000*
1066 diesel, 1972 (Fair) 8200*
966 diesel, 1972 (Good) 9000*
856 diesel, 1967 (Good) 7250
4100, ... 5300
2504, ldr., 1970 (Fair) 2800*
806 diesel, 1965 (Fair) 6000
806 diesel, 1965 (Fair) 4450*
806 diesel, 1965 (Good) 4400*
806, 1965 (Fair) 3500*
806, 1964 (Fair) 2700*
806, 1964 (Rough) 2400*
706, 1964 (Fair) 2600*
706 diesel, 1964 (Rough) 2450
706, 1963 (Fair) 2625
560, 1963 (Fair) 1500
560, 1961 (Fair) 1400*
504, 1962 (Good) 2475*
460, 1962 (Good) 1425
460 diesel, 1961 (Fair) 1450
454, 1973 (Good) 4050
450, 1957 (Fair) 850*
350, 1958 (Good) 1025
140, (New) 4250*
Sup. M, 1953 (Fair) 1200
Sup. M, 1953 (Fair) 1000*
Sup. MTA, 1952 (Rough) 1050
M diesel, 1952 (Fair) 750
M, 1950 (Good) 950
M, 1950 (Fair) 900
M, 1950 (Rough) 800
M, 1948 (Rough) 500
Sup. H, 1954 (Fair) 750
H, cult., 1951 (Good) 670
154, 1967 (Good) 2000*
154, mo., 1964 (Rough) 990
Cub, mo., 1966 (Fair) 1775
Cub, cult., mo., plow, ... 1085
Cub, mo., 1950 (Fair) 900*
Cub, plow, cult., mo., ... 875

MASSEY-FERGUSON TRACTORS
1155 diesel, 1974 (Rough) 6000*
1080 diesel, 1970 (Rough) 3400*
180, duals, 1970 (Fair) 2800*
165, plow, 1967 (Good) 3850
135, 1970 (Good) 2850
135, 1969 (Fair) 2450
65 diesel, 1960 (Good) 2150
65 diesel, 1958 (Fair) 2100*
35 diesel, 1961 (Fair) 1875*

MINNEAPOLIS-MOLINE TRACTORS
G1050 diesel, 1967 (Rough) 3000*
G1000 diesel, 1971 (Rough) 2800*
G900, 1967 (Fair) 3300
Jet Star 3, 1957 (Good) 2100*
Jet Star 2, 1956 (Fair) 1950

OLIVER TRACTORS
2150 diesel, 1975 (Fair) 4000*
2150 diesel, 1975 (Fair) 3300*
1900 diesel, 1960 (Fair) 3200*
1855 diesel, 1971 (Good) 4600*
1600, 1962 (Fair) 3275
1600, 1962 (Fair) 2700
1650, ldr., 1967 (Fair) 2500
1755, 1971 (Good) 4700*
1250 diesel, 1968 (Fair) 1225
880 diesel, 1960 (Fair) 1100
770, 1960 (Fair) 1500*
770, 1957 (Fair) 720*
Sup. 88 diesel, 1957 (Fair) 650

BILL ENLOW TRACTOR SALES Sapulpa, Okla. (July 12, 1980)

ALLIS-CHALMERS TRACTORS
C, 1946 (Fair) 110
CA, 1952 (Good) 350
WD, 1949 (Good) 500*
WD-45, 1956 (Fair) 325
D-15 LP, 1962 (Good) 1450*
D-17 LP, 1961 (Fair) 1250

CASE TRACTOR
1030 diesel, 1966 (Fair) 2600*

FERGUSON TRACTORS
20, 1946 (Good) 1000
20, 1946 (Fair) 800
20, 1947 (Good) 1075
20, 1948 (Fair) 950

20, 1948 (Good) 1000*
20, 1948 (Fair) 875
20, 1949 (Rough) 725
20, 1949 (Good) 1075
30, 1952 (Good) 1375
40, 1956 (Fair) 1050

FORD TRACTORS

Fordson, 1935, (Good) 850
9N, 1942 (Good) 950
9N, 1942 (Fair) 800*
9N, 1943 (Good) 1110
9N, 1943 (Good) 1025
9N, 1944 (Good) 1010
9N, 1944 (Good) 1000
9N, 1945 (Good) 1100
9N, 1945 (Good) 1175
9N, 1945 (Good) 1000
9N, 1946 (Fair) 825
9N, 1946 (Good) 1200
8N, 1947 (Good) 1225
8N, 1947 (Good) 1150
8N, 1947 (Fair) 925*
8N, 1948 (Good) 1100
8N, 1948 (Good) 1225
8N, 1949 (Good) 1225
8N, 1949 (Good) 1130
8N, 1949 (Fair) 900*
8N, 1950 (Good) 1150*
8N, 1950 (Good) 1175*
8N, 1950 (Good) 1150
8N, 1950 (Good) 1100*
8N, 1950 (Good) 1250
8N, 1950 (Good) 1200*
8N, 1951 (Fair) 950
8N, 1951 (Good) 1150*
8N, 1951 (Fair) 980*
8N, 1951 (Good) 1075
8N, 1951 (Good) 1150*
8N, 1951 (Good) 1000*
8N, 1951 (Good) 1175
8N, 1951 (Good) 1200*
8N, 1952 (Good) 1225
8N, 1952 (Good) 1450
8N, 1952 (Fair) 1050*
8N, 1952 (Good) 1300
8N, 1952 (Good) 1225*
8N, 1952 (Good) 1300
8N, 1952 (Good) 1350
8N, 1952 (Excellent) 1850
8N, 1952 (Good) 1425
8N, 1952 (Good) 1575
8N, ldr., 1952 (Good) 1675
8N, 1952 (Good) 1600
8N, 1952 (Good) 1400
8N, 1952 (Good) 1300*
8N, backhoe, 1952 (Good) 1750*
8N, 1952 (Good) 1350
8N, 1952 (Good) 1425
NAA, 1953 (Rough) 1000
NAA, ldr., 1953 (Good) 2100
NAA, 1953 (Fair) 1500
NAA, 1953 (Good) 1950
NAA, 1953 (Good) 1650*
600, 1954 (Good) 1675
600, 1954 (Good) 1800*
600, 1955 (Good) 1775*
600, 1956 (Good) 2150
600, 1956 (Good) 1900*
640, 1955 (Rough) 1250*
601, 1957 (Good) 2100
601, 1958 (Good) 2500
641, 1958 (Good) 1975
800, Select-O-Speed, 1954 (Fair) 1150*
850 LP, 1955 (Good) 1500
850, 1955 (Good) 1925
860, 1955 (Good) 1775
801 LP, 1957 (Fair) 1225*
801 diesel, 1958 (Good) 2500
801 diesel, 1958 (Good) 2350*
3000, 1962 (Fair) 1750*
3000, 1964 (Fair) 2450
4000 diesel, 1965 (Fair) 2950
4000 diesel, 1966 (Good) 3000
5000 diesel, Select-O-Speed, 1964 (Fair) 2700
5000 diesel, 1969 (Fair) 2950*
5000 diesel, 1970 (Good) 3500*
5000 diesel, 1970 (Good) 3425
8000 diesel, 1968 (Fair) 3850

INTERNATIONAL HARVESTER TRACTORS

Cub, 1952 (Fair) 750*
Cub, mo., 1957 (Good) 1300*
Cub, mo., 1960 (Good) 1450
Cub Loboy, mo., 1967 (Good) 1800
154 Cub, mo., 1968 (Good) 1800
H, 1947 (Good) 400
H, 1948 (Good) 450
H, 1953 (Good) 725*
M, 1951 (Good) 575
140, 1963 (Good) 2000
140, 1965 (Good) 1950*
240, 1960 (Fair) 1420
444, 1962 (Good) 2425
444, ldr., 1963 (Fair) 2100*
2544, 1967 (Fair) 2250
574 diesel, 1974 (Excellent) 5500

JOHN DEERE TRACTORS

A, 1948 (Good) 850
B, 1950 (Fair) 300*
D, 1944 (Good) 450
435 diesel, 1959 (Good) 1750*
2010, 1963 (Fair) 1700
300, 1969 (Fair) 2200*
2030 diesel, 1973 (Good) 5500*

MASSEY-FERGUSON TRACTORS

35, 1959 (Rough) 1300
35, 1960 (Rough) 1350
35, 1960 (Fair) 1550
35, 1962 (Good) 1800
35 diesel, 1963 (Good) 2350
50, 1961 (Fair) 1580*
65, 1960 (Fair) 1650
65, 1961 (Good) 1800*
65, 1962 (Good) 1925
65, 1962 (Good) 2000
65, 1964 (Good) 2300
65, 1964 (Good) 2500
85, 1961 (Rough) 900
135 diesel, 1966 (Fair) 3000
135 diesel, 1968 (Fair) 2700
165 diesel, 1965 (Fair) 3050
165 diesel, 1967 (Fair) 3100
165 diesel, 1967 (Good) 3275
165 diesel, 1969 (Good) 3675
175 diesel, 1966 (Fair) 3250
175 diesel, 1968 (Good) 3500
175 diesel, 1970 (Good) 3700
180 diesel, 1967 (Fair) 2950*
1080 diesel, 1971 (Good) 5200*
1100 diesel, 1967 (Fair) 3100
1100 diesel, cab, 1970 (Good) 5300*
204, 1968 (Fair) 2600*
230 diesel, 1980 (New) 6350*
230 diesel, 1980 (New) 6450*
230 diesel, 1980 (New) 6250*
230 diesel, 1980 (New) 6400*
230 diesel, 1980 (New) 6400*
245 diesel, 1979 (Excellent) 7200
245 diesel, 1980 (New) 6950*
255 diesel, 1980 (New) 9350*
265 diesel, 1980 (New) 9000*
265 diesel, 1980 (New) 9400*
265 diesel, 1980 (New) 9250*
275 diesel, 1980 (New) 12,500*
275 diesel, 1980 (New) 12,300*
285 diesel, 1980 (New) 13,500*

MINNEAPOLIS-MOLINE TRACTORS

M-5, 1960 (Rough) 300
670 LP, 1965 (Fair) 1200*
1000 diesel, 1967 (Good) 3600

NOTES

Prices reported are for individual sales at wholesale on "as is," "cash and carry" basis.

Prices reported are NOT averages.

Condition classifications: EXCELLENT means—Engine: in perfect condition, 400 to 600 hours of use; Rubber: 80% tread remaining, no breaks or cracks; Paint: original and bright; General Appearance: excellent.

GOOD means—Engine: good running condition; Rubber: 70% tread remaining, no breaks or cracks; Paint: original paint or a good repaint job; General Appearance: good over-all.

FAIR means—Engine: possibly in need of a minor overhaul to restore; Rubber: 60% tread remaining, some cracking evident in side walls; Paint: only fair, weathered and some rust apparent; General Appearance: worn, some dents, minor parts such as gage covers missing or broken.

ROUGH means—Engine: obviously in need of a major overhaul; Rubber: smooth; Paint: scarred, weathered, rusty, needs painting urgently; General Appearance: dents, ruptures, broken parts, loose wires, some components such as lights broken, missing or inoperative.

DEMONSTRATOR means—used for demonstrating only and in practically new condition.

RETAIL SALES OF WHEEL TRACTORS*

(In Units)

	Total Wheel Tractors†				Cumulative for Jan.-April, 1979				Cumulative for Jan.-April, 1980			
	April, 1979		April, 1980		Farm Type				Farm Type			
	Farm	Non-Farm	Farm	Non-Farm	2-Wheel Drive	4-Wheel Drive	Total Farm	Non-Farm	2-Wheel Drive	4-Wheel Drive	Total Farm	Non-Farm
Alabama	382	78	213	26	1,215	20	1,235	227	874	33	907	134
Alaska	.....	5	1	1	2	.....	2	14	4	.....	4	3
Arizona	79	65	71	33	282	30	312	235	279	31	310	165
Arkansas	576	72	428	56	1,532	103	1,635	181	1,225	158	1,383	188
California	570	401	447	186	1,633	104	1,737	1,296	1,457	101	1,558	896
Colorado	173	80	136	36	384	68	452	227	322	77	399	202
Connecticut	19	45	46	23	61	.....	61	101	86	.....	86	74
Delaware	31	4	25	3	90	10	100	16	64	4	68	10
Florida	243	165	170	102	740	22	762	583	734	19	753	427
Georgia	510	92	231	39	1,758	14	1,772	329	1,128	22	1,150	151
Hawaii	6	13	5	9	25	.....	25	37	17	.....	17	43
Idaho	199	21	112	15	401	59	460	67	334	35	369	54
Illinois	1,476	178	467	56	3,144	303	3,447	545	1,702	274	1,976	252
Indiana	845	87	327	50	1,816	175	1,991	270	974	168	1,142	177
Iowa	1,812	40	564	21	4,253	253	4,506	148	2,175	226	2,401	91
Kansas	467	38	377	34	1,476	174	1,650	115	998	229	1,227	132
Kentucky	733	83	360	23	1,933	33	1,966	226	1,289	29	1,318	102
Louisiana	356	88	245	62	984	65	1,049	286	892	108	1,000	213
Maine	22	17	16	14	65	.....	65	46	51	2	53	45
Maryland	130	65	86	30	328	14	342	167	244	20	264	96
Massachusetts	19	41	9	15	46	.....	46	111	34	.....	34	79
Michigan	553	150	225	62	1,162	92	1,254	429	706	73	779	275
Minnesota	1,138	87	489	42	2,304	297	2,601	241	1,223	253	1,476	146
Mississippi	496	50	311	29	1,458	57	1,515	280	1,203	109	1,312	106
Missouri	778	116	345	66	2,163	89	2,252	307	1,286	105	1,391	220
Montana	184	18	181	28	310	165	475	59	365	101	466	74
Nebraska	663	33	295	9	2,047	112	2,159	80	1,292	159	1,451	61
Nevada	10	15	15	10	51	1	52	67	37	5	42	43
New Hampshire	12	9	14	10	32	.....	32	45	38	.....	38	28
New Jersey	42	95	37	39	124	2	126	221	105	.....	105	155
New Mexico	59	37	73	16	182	11	193	112	157	9	166	69
New York	336	120	249	84	849	33	882	383	684	26	710	276
North Carolina	676	124	377	52	1,912	37	1,949	390	1,174	18	1,192	215
North Dakota	584	14	311	21	900	432	1,332	70	517	294	811	38
Ohio	803	179	417	70	1,847	125	1,972	490	1,266	137	1,403	274
Oklahoma	408	66	228	43	1,050	85	1,135	209	734	106	840	182
Oregon	155	80	133	23	394	21	415	195	380	24	404	150
Pennsylvania	330	192	168	79	834	12	846	496	656	19	675	350
Rhode Island	.....	3	1	3	5	.....	5	18	5	.....	5	18
South Carolina	290	41	165	20	833	14	847	171	558	22	580	99
South Dakota	397	17	183	6	962	109	1,071	56	543	103	646	33
Tennessee	686	101	272	38	1,811	35	1,846	361	1,016	35	1,051	138
Texas	1,047	402	684	334	3,397	151	3,548	1,355	2,950	202	3,152	1,241
Utah	107	58	81	17	226	5	231	131	175	11	186	111
Vermont	41	6	18	3	101	2	103	15	64	.....	64	6
Virginia	341	88	198	39	949	4	953	286	696	12	708	220
Washington	223	107	237	64	570	56	626	315	584	52	636	160
West Virginia	82	38	44	6	186	.....	186	87	121	.....	121	37
Wisconsin	1,000	115	500	40	2,212	78	2,290	268	1,394	83	1,477	169
Wyoming	56	19	54	11	154	8	162	73	104	12	116	59
U.S. Government	11	7	17	45	20	.....	20	276	43	.....	43	296
Miscellaneous‡	25	125	13	69	34	1	35	379	130	.....	130	235
TOTAL	**20,181**	**4,191**	**10,671**	**2,212**	**51,247**	**3,481**	**54,728**	**13,092**	**35,089**	**3,506**	**38,595**	**9,018**

Data released June 25, 1980, Farm & Industrial Equipment Institute.

*Figures do not include garden tractors, motor tillers or contractors off-highway types. Report includes units marketed by these firms: Allied Farm Equip. (Leyland Satoh); Allis-Chalmers; Belarus; J I Case; Deere; Deutz; Ford; International Harvester; Long; Massey-Ferguson; R. M. Wade (Satoh); Steiger; Versatile; and White.

†The monthly sales are those reported for that month only. The cumulative totals are subject to revision reflecting updating in the basic sales data.

‡Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

RETAIL SALES OF SELECTED FARM EQUIPMENT— Jan.-Apr., 1979 and 1980(1)

(In units)

	Combines Self-Propelled		Corn Heads		Hay Balers (2)		Windrowers Self-Propelled Power Units		Windrowers Self-Propelled Total Heads		Grinder-Mixers		Shear-Bar Forage Harvesters (3)	
	1979	1980	1979	1980	1979	1980	1979	1980	1979	1980	1979	1980	1979	1980
Alabama	54	42	16	7	28	20	.....	2	.....	1	108	68	6	3
Alaska	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Arizona	9	15	.....	.....	7	6	17	22	19	30	4	4	4	2
Arkansas	114	95	1	.....	59	45	2	.....	1	.....	23	38	2	2
California	16	70	5	6	48	32	76	88	84	103	8	.....	14	19
Colorado	30	45	11	19	44	30	43	27	47	29	39	36	14	17
Connecticut	.....	.....	.....	.....	8	12	.....	.....	.....	.....	1	.....	6	6
Delaware	4	6	2	3	1	1	.....	1	.....	1	5	6	2	1
Florida	16	13	14	5	19	18	.....	.....	.....	.....	29	23	2	9
Georgia	78	60	48	50	32	16	.....	1	.....	1	234	143	10	12
Hawaii	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	2
Idaho	37	32	3	3	53	69	27	44	26	42	23	24	3	10
Illinois	690	473	518	480	66	51	1	4	1	4	355	253	64	50
Indiana	421	322	310	312	84	37	.....	4	.....	4	317	189	37	39
Iowa	720	600	411	555	87	57	45	17	44	17	1,151	657	77	121
Kansas	341	439	38	58	107	73	97	60	97	58	183	124	20	49
Kentucky	105	56	49	31	76	41	2	1	2	1	193	184	18	29
Louisiana	77	45	.....	.....	24	8	.....	.....	.....	.....	8	7	.....	5
Maine	1	.....	.....	.....	10	4	.....	.....	.....	.....	.....	.....	8	8
Maryland	18	27	15	20	23	19	1	4	1	4	24	15	10	17
Massachusetts	.....	.....	.....	.....	5	6	.....	.....	.....	.....	1	.....	.....	1
Michigan	94	94	60	82	65	38	13	6	13	6	124	104	51	67
Minnesota	344	265	178	218	181	144	137	63	140	62	480	297	118	110
Mississippi	110	73	2	.....	29	13	.....	.....	.....	.....	30	16	9	11
Missouri	215	202	101	111	122	78	24	11	23	11	355	273	31	21
Montana	42	65	1	2	65	42	42	57	43	58	36	31	2	8
Nebraska	269	337	139	257	54	31	94	56	93	52	337	293	34	52
Nevada	.....	1	.....	.....	7	10	8	8	7	9	1	2	1	1
New Hampshire	.....	.....	.....	.....	6	9	.....	.....	.....	.....	1	.....	3	5
New Jersey	12	6	5	7	18	3	.....	.....	.....	.....	11	4	3	4
New Mexico	3	4	.....	2	25	14	21	9	20	9	10	4	.....	.....
New York	20	25	18	35	116	101	11	9	11	10	49	59	68	107
North Carolina	72	50	49	44	40	40	3	.....	3	.....	117	81	12	11
North Dakota	203	165	5	7	7	11	116	43	121	45	88	64	13	15
Ohio	306	293	210	197	151	76	2	3	2	3	295	202	40	48
Oklahoma	112	145	.....	2	227	91	31	18	34	18	83	59	6	5
Oregon	21	24	.....	3	57	54	45	30	42	31	21	16	14	6
Pennsylvania	39	37	35	46	195	135	13	5	13	7	170	138	66	100
Rhode Island	.....	....	.....	.....	1	.....	.....	.....	.....	.....	1	.....	.....	.....
South Carolina	51	41	22	16	14	14	.....	.....	.....	.....	55	30	3	7
South Dakota	84	92	45	52	18	19	148	60	152	64	202	182	32	39
Tennessee	104	65	26	33	128	65	.....	1	.....	1	135	94	22	21
Texas	113	164	27	22	253	104	22	10	26	9	122	105	15	23
Utah	5	4	.....	1	31	35	14	19	15	19	44	18	4	9
Vermont	.....	.....	.....	.....	19	16	.....	.....	.....	.....	2	1	15	25
Virginia	35	26	32	18	87	67	.....	3	.....	3	79	48	22	38
Washington	67	51	4	6	55	48	24	29	25	25	12	11	14	15
West Virginia	1	.....	2	.....	36	26	.....	.....	.....	.....	13	14	7	.....
Wisconsin	42	89	58	113	382	305	59	67	61	66	308	255	247	367
Wyoming	5	9	2	1	38	18	25	14	25	15	14	5	5	3
U.S. Government	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Miscellaneous (4)	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
TOTAL	**5,100**	**4,667**	**2,462**	**2,824**	**3,208**	**2,152**	**1,163**	**796**	**1,191**	**818**	**5,901**	**4,177**	**1,154**	**1,520**

Data released June 25, 1980, Farm & Industrial Equipment Institute.

(1) Includes revisions for prior months.
(2) For making bales of under 200 lbs.
(3) Pull-type, mounted, self-propelled.
(4) Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

Mower Conditioners All Types		Manure Spreaders Conveyor-Type		
1979	1980	1979	1980	
34	17	7	12	Alabama
.....	.....	.....	.....	Alaska
2	2	3	4	Arizona
96	65	50	50	Arkansas
14	10	29	19	California
17	12	37	31	Colorado
15	12	41	31	Connecticut
2	4	35	41	Delaware
17	13	11	10	Florida
38	53	26	19	Georgia
1	.....	1	.....	Hawaii
9	19	62	50	Idaho
131	83	532	296	Illinois
145	79	393	216	Indiana
294	157	1,428	691	Iowa
177	114	127	109	Kansas
194	169	185	129	Kentucky
18	12	12	9	Louisiana
18	11	45	38	Maine
37	16	112	113	Maryland
7	11	38	30	Massachusetts
97	74	393	343	Michigan
235	178	888	589	Minnesota
20	12	13	8	Mississippi
380	302	234	155	Missouri
10	18	24	17	Montana
112	112	310	213	Nebraska
1	2	2	.....	Nevada
4	10	15	24	New Hampshire
10	9	29	23	New Jersey
3	2	3	3	New Mexico
147	149	661	607	New York
53	54	77	75	North Carolina
21	12	24	32	North Dakota
256	151	538	415	Ohio
236	121	19	25	Oklahoma
30	37	41	40	Oregon
231	182	713	632	Pennsylvania
1	1	.....	.....	Rhode Island
24	13	15	15	South Carolina
20	17	130	90	South Dakota
171	119	100	85	Tennessee
255	178	72	67	Texas
11	17	50	55	Utah
24	24	115	89	Vermont
118	153	115	115	Virginia
20	26	72	64	Washington
41	29	46	30	West Virginia
467	374	1,375	947	Wisconsin
2	3	24	16	Wyoming
.....	.....	.....	.....	U.S. Government
.....	.....	.....	.....	Miscellaneous
4,266	**3,238**	**9,272**	**6,677**	**TOTAL**